

Dear ZooOmics™ Client,

We look forward to welcoming you to the ZooOmics™ family from 1 July 2019; the animal genetics division of Inqaba Biotechnical Industries (Pty) Ltd. We would like to introduce you to our company, division, team, portfolio of services and processes.

## Who We Are

Since 2002 Inqaba Biotechnical Industries (Pty) Ltd has been **Africa's Genomics Company** with Regional Head Quarters in South Africa (Corporate HQ), Kenya, Nigeria, Ghana and Tanzania, with representatives in each sub-Saharan African country. Inqaba Biotechnical Industries (Pty) Ltd delivers a comprehensive molecular life sciences portfolio that has been at the forefront of growing biotechnology in Africa and being the foremost laboratory to run and offer the most innovative **sequencing technologies**, while being a **lead distributor** for the top life science brands in the world.

## Our Division

Our journey of long-lasting partnerships with the animal breeding industry began in 2009 when respected dog breeders approached inqaba biotec™, a local genetics laboratory to provide **efficient, accurate** and **cost-effective** genetic services. Our genuine interest in animals and the needs of our clients has expanded our client base from a few responsible dog breeders to breeders of **domestic, livestock** and **wildlife** species, **veterinary professionals**, and **wildlife conservation research institutes**. Our reputation in the industry has also reached the conscious pet and animal owners, who perform genetic tests from concern for the health of their new family member.

ZooOmics™ does not compromise when it comes to upholding regulatory and international standards in the animal genetics industry. We comply with reputable international and national organisations, provide over 100 tests, with a reputable footprint in the industry for over a decade.

## Quality Assurance

ZooOmics™ has provided accurate genetic tests and exceptional client service for over a decade. Our quality assurance protocols, expert DNA analysts and compliance with

international and regional regulatory bodies provides reliable animal genetics results with a quality stamp you can trust.

ZooOmics™ follows a comprehensive quality assurance programme compliant with the International Organizations for Standards (ISO 17025). We are also proud members of the International Society for Animal Genetics (ISAG). Nationally, we are compliant with the Department of Agriculture, Forestry and Fisheries (DAFF).

## Our Team

We have a state-of-the-art laboratory based in Pretoria and make use of unsurpassed cutting-edge technologies (Sequencing, Fragment Analysis, SNP Genotyping, Next Generation Sequencing) to provide services that adhere to international quality assurance standards. We have automated processing platforms for **high-throughput capacity, accuracy and quality control** manned by more than 15 laboratory staff and a team of senior analysts.

Dr Christiaan Labuschagne, our Genomics Manager manages all laboratory operations for all divisions. Mischa Fraser, MSc, our Division Manager will be available to discuss our portfolio and projects. Mbsa Stamper, BSc Hons, our dedicated ZooOmics™ Assistant who will be able to assist you with your enquiries. Demika Naidoo, MSc, our ZooOmics™ quality assurance assistant will assist with client enquiries.

Our collaboration with Clinomics, a proudly African veterinary research innovations company, has expanded our services as we make use of their additional extensive panels to provide the most comprehensive value for money parentage tests.

## Our Service Portfolio

We provide a comprehensive genetic testing portfolio for most species that cover **DNA profiling, parentage verification**, genetic **health** tests and **colour** tests. With an active research and development portfolio we can develop tests that are required in the market, and feel free to contact us for more information.

To provide full access to the testing process, we are currently developing an interactive CRM platform with client portal which will be accessible through our new website. **We invite all the breed associations to contact us to incorporate your import and export formats into our CRM database.** This platform will assist in generating orders, sample collections, generate

pre-liminary quotations, access to data and reports, notification system for sample processing as results become available.

## Transferring Samples from Clinomics to ZooOmics™

**All sample data** will automatically be **transferred from Clinomics to ZooOmics™** - should you wish to be excluded from moving your samples and data to ZooOmics™, please send an e-mail to [info@clinomics.co.za](mailto:info@clinomics.co.za) indicating this. The **same service** provided by Clinomics will be provided by ZooOmics™: the standardised **ISAG** bovine panel of **19 STR markers** with an **extra** panel of **12 STR markers**.

Samples will need to be sent to our laboratory in Pretoria. You are welcome to make use of our **courier service** and online **collection portal**: <http://www.ingababiotec.co.za/collections/>  
Address: 525 Justice Mahomed Street, Muckleneuk, Pretoria 0002

## Sample Types Accepted

We accept almost any sample type – our laboratory is setup to handle most sample types. We prefer the following sample types for animal genetics testing:

SAMPLE TYPE	NOTE	SPECIES
Blood	Whole Blood in an EDTA ampule: 0.5-2mL	ALL
Hair	At least 20 follicles with roots per test	Cattle & Wildlife <b>ONLY</b>
Skin/Tissue Biopsy	Please keep on ice	ALL
Semen	Each sample to be submitted individually on ice	ALL
Buccal Swab	<u>Only laboratory approved buccal swabs accepted</u>	Cats <b>ONLY</b>
FTA card kits	Only blood or semen	ALL

## Processing

Once samples have been received by the laboratory and the order confirmed, an e-mail notification will be sent to you with a quotation for the work proposed, a reference number as well as our banking details.

For your reference, our cost structure as of 1 April 2019:

SERVICE	PRICE (EXCL VAT)
DNA profile (ISAG panel)	R150.00
Cattle 2-in-1 [DNA profile & Myostatin]	R300.00
Cattle 3-in-1 (DNA profile, CMS & Pompe's)	R235.00

SERVICE	PRICE (EXCL VAT)
Cattle 4-in-1 (DNA profile, CMS, Pompe's & Myostatin)	R325.00
Dexter 2-in-1 [DNA profile & Bulldog (BD1; BD2)]	R220.00
Wagyu 5-in1 (DNA profile, B3, CHS, CL16 & F11)	R325.00
Cattle Coat 2-in-1 (DNA profile & Coat colour test)	R350.00
Cattle Hair 2-in-1 (DNA profile & Slick hair test)	R350.00
Cattle Polled 2-in-1 (DNA profile & Polled Test)	R350.00
Collection Fee Anywhere in RSA	R96.80

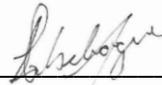
We do our best to ensure results are available within 14 working days of receipt of samples.

We look forward to hearing from you soon and hope to engage with you more on the extended portfolio available to you. For more information on the complete portfolio please do not hesitate to contact us. We would also like to give a presentation to your Society if possible, regarding the services that we provide.

Kind Regards



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